

2013 Quarterly Report  
 As of September 30, 2013  
**CORE NH Program Highlights**

NH CORE ENERGY EFFICIENCY PROGRAMS	EXPENSES (\$)		SAVINGS (Lifetime kWh)		SAVINGS (Lifetime Gas Pgm MMBTU)		NUMBER OF CUSTOMERS	
	Actual + In Process + Prospective	Percent of Budget						
	<b>RESIDENTIAL (nhsaves@home)</b>							
ENERGY STAR Homes	\$1,226,838	83%	26,169,174	115%	17,664	45%	585	118%
NH Home Performance w/Energy Star	\$2,760,399	82%	6,483,610	114%	381,567	94%	1,398	74%
Home Energy Assistance	\$4,962,738	102%	12,872,506	109%	135,802	98%	962	91%
ENERGY STAR Lighting	\$1,262,642	99%	31,840,723	96%			287,907	96%
ENERGY STAR Appliances	\$3,780,304	100%	19,498,777	49%	288,630	114%	23,733	96%
<b>TOTAL RESIDENTIAL</b>	<b>\$13,992,921</b>	<b>120%</b>	<b>96,864,791</b>	<b>87%</b>	<b>823,663</b>	<b>99%</b>	<b>314,585</b>	<b>97%</b>
<b>COMMERCIAL &amp; INDUSTRIAL (nhsaves@work)</b>								
Small Business Energy Solutions	\$4,875,113	78%	147,788,704	97%	641,145	144%	1,090	46%
Large Business Energy Solutions	\$7,789,110	96%	361,145,891	130%	1,235,731	234%	446	66%
<b>TOTAL COMMERCIAL &amp; INDUSTRIAL</b>	<b>\$12,664,223</b>	<b>107%</b>	<b>508,934,595</b>	<b>120%</b>	<b>1,876,876</b>	<b>193%</b>	<b>1,536</b>	<b>64%</b>
<b>TOTAL</b>	<b>\$26,657,144</b>	<b>113%</b>	<b>605,799,386</b>	<b>113%</b>	<b>2,700,540</b>	<b>149%</b>	<b>316,121</b>	<b>96%</b>

nhsaves@home Energy Star Homes	Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
LU	\$68,591	\$77,525	\$24,816	\$0	\$102,341	149.2%
NHEC	\$161,699	\$42,518	\$14,585	\$34,032	\$91,135	56.4%
PSNH	\$892,277	\$659,840	\$39,450	\$128,055	\$827,345	92.7%
Unitil	\$190,000	\$38,495	\$50,428	\$0	\$88,923	46.8%
LU Gas	\$90,000	\$17,360	\$13,680	\$5,370	\$36,410	40.5%
Unitil Gas	<u>\$80,000</u>	<u>\$60,399</u>	<u>\$20,285</u>	<u>\$0</u>	<u>\$80,684</u>	<u>100.9%</u>
<b>Total</b>	<b>\$1,482,567</b>	<b>\$896,137</b>	<b>\$163,244</b>	<b>\$167,457</b>	<b>\$1,226,838</b>	<b>82.8%</b>
<b>Program Participation</b>						
LU	41	56	5	0	61	148.8%
NHEC	43	3	3	7	13	30.2%
PSNH	312	371	33	72	476	152.6%
Unitil	47	1	15	0	16	34.0%
LU Gas	37	2	2	0	4	10.8%
Unitil Gas	<u>16</u>	<u>7</u>	<u>8</u>	<u>0</u>	<u>15</u>	<u>93.8%</u>
<b>Total</b>	<b>496</b>	<b>440</b>	<b>66</b>	<b>79</b>	<b>585</b>	<b>117.9%</b>
<b>Annual kWh Savings</b>						
LU	26,543	29,755	33,155	0	62,910	237.0%
NHEC	40,162	3,610	3,610	8,423	15,643	39.0%
PSNH	497,397	961,072	66,337	238,325	1,265,734	254.5%
Unitil	450,985	15,187	36,604	0	51,791	11.5%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>7,191</u>	<u>7,195</u>	<u>0</u>	<u>0</u>	<u>7,195</u>	<u>100.1%</u>
<b>Total</b>	<b>1,022,278</b>	<b>1,016,819</b>	<b>139,706</b>	<b>246,748</b>	<b>1,403,274</b>	<b>137.3%</b>
<b>Lifetime kWh Savings</b>						
LU	510,094	482,888	643,632	0	1,126,520	220.8%
NHEC	796,573	67,114	67,114	156,599	290,827	36.5%
PSNH	10,586,608	19,118,470	522,338	3,710,323	23,351,131	220.6%
Unitil	10,788,284	370,430	879,019	0	1,249,449	11.6%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>132,872</u>	<u>151,247</u>	<u>0</u>	<u>0</u>	<u>151,247</u>	<u>113.8%</u>
<b>Total</b>	<b>22,814,431</b>	<b>20,190,149</b>	<b>2,112,103</b>	<b>3,866,922</b>	<b>26,169,174</b>	<b>114.7%</b>
<b>Annual MMBTU Savings</b>						
LU	678	1,215	0	0	1,215	179.3%
NHEC	1,890	283	283	659	1,225	64.8%
PSNH	8,388	0	0	0	0	0.0%
Unitil	2,357	4	840	0	844	35.8%
LU Gas	995	129	0	0	129	13.0%
Unitil Gas	<u>592</u>	<u>432</u>	<u>288</u>	<u>0</u>	<u>720</u>	<u>121.6%</u>
<b>Total</b>	<b>14,900</b>	<b>2,063</b>	<b>1,411</b>	<b>659</b>	<b>4,133</b>	<b>27.7%</b>
<b>Lifetime MMBTU Savings</b>						
LU	16,825	30,381	0	0	30,381	180.6%
NHEC	47,242	7,064	7,064	16,783	30,911	65.4%
PSNH	208,596	105,366	23,430	20,448	149,244	71.5%
Unitil	56,295	42	21,000	0	21,042	37.4%
LU Gas	24,875	1,937	0	0	1,937	7.8%
Unitil Gas	<u>14,202</u>	<u>9,967</u>	<u>5,760</u>	<u>0</u>	<u>15,727</u>	<u>110.7%</u>
<b>Total</b>	<b>368,035</b>	<b>154,757</b>	<b>57,254</b>	<b>37,231</b>	<b>249,242</b>	<b>67.7%</b>

Actual = Homes that have been completed, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer has signed a Builder Participation Agreement and are in process of building the home.

Prospective = Customer/Builder has the Builder Participation Agreement but has not yet signed, but expects to.

**Notes:**

nhsaves@home NH Home Performance w/E	Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
LU	\$165,718	\$32,148	\$70,760	\$0	\$102,908	62.1%
NHEC	\$224,583	\$185,553	\$33,000	\$3,000	\$221,553	98.7%
PSNH	\$1,899,497	\$1,036,874	\$437,651	\$24,972	\$1,499,497	78.9%
Unitil	\$211,011	\$105,668	\$44,861	\$60,692	\$211,221	100.1%
LU Gas	\$730,000	\$323,932	\$320,012	\$0	\$643,944	88.2%
Unitil Gas	<u>\$135,000</u>	<u>\$45,921</u>	<u>\$35,355</u>	<u>\$0</u>	<u>\$81,276</u>	<u>60.2%</u>
<b>Total</b>	<b>\$3,365,809</b>	<b>\$1,730,097</b>	<b>\$941,639</b>	<b>\$88,664</b>	<b>\$2,760,399</b>	<b>82.0%</b>
<b>Program Participation</b>						
LU	108	0	20	0	20	18.5%
NHEC	88	40	11	1	52	59.1%
PSNH	1,050	413	166	0	579	55.1%
Unitil	47	20	16	40	76	161.7%
LU Gas	568	134	519	0	653	115.0%
Unitil Gas	<u>24</u>	<u>5</u>	<u>13</u>	<u>0</u>	<u>18</u>	<u>75.0%</u>
<b>Total</b>	<b>1,885</b>	<b>612</b>	<b>745</b>	<b>41</b>	<b>1,398</b>	<b>74.2%</b>
<b>Annual kWh Savings</b>						
LU	17,459	0	57,044	0	57,044	326.7%
NHEC	44,913	34,333	9,442	858	44,633	99.4%
PSNH	443,696	236,643	94,723	0	331,366	74.7%
Unitil	24,964	6,262	4,057	25,908	36,227	145.1%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<b>Total</b>	<b>531,032</b>	<b>277,238</b>	<b>165,265</b>	<b>26,766</b>	<b>469,270</b>	<b>88.4%</b>
<b>Lifetime kWh Savings</b>						
LU	182,554	0	1,087,809	0	1,087,809	595.9%
NHEC	470,060	497,207	136,732	12,430	646,369	137.5%
PSNH	4,576,774	3,033,930	1,214,413	0	4,248,343	92.8%
Unitil	480,570	50,872	30,703	419,514	501,089	104.3%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<b>Total</b>	<b>5,709,958</b>	<b>3,582,009</b>	<b>2,469,657</b>	<b>431,944</b>	<b>6,483,610</b>	<b>113.5%</b>
<b>Annual MMBTU Savings</b>						
LU	886	0	0	0	0	0.0%
NHEC	1,647	922	254	23	1,199	72.8%
PSNH	12,400	12,335	4,938	0	17,273	139.3%
Unitil	1,283	738	351	1,421	2,510	195.6%
LU Gas	18,709	2,188	20,942	0	23,129	123.6%
Unitil Gas	<u>1,323</u>	<u>155</u>	<u>449</u>	<u>0</u>	<u>604</u>	<u>45.7%</u>
<b>Total</b>	<b>36,248</b>	<b>16,337</b>	<b>26,934</b>	<b>1,444</b>	<b>44,715</b>	<b>123.4%</b>
<b>Lifetime MMBTU Savings (from Oil, Natural Gas, Kerosene, Coal, Wood)</b>						
LU	19,666	0	0	0	0	0.0%
NHEC	34,225	18,564	5,105	465	24,134	70.5%
PSNH	259,963	258,469	103,459	0	361,928	139.2%
Unitil	29,457	15,916	7,161	29,492	52,569	178.5%
LU Gas	374,180	4,901	363,344	0	368,245	98.4%
Unitil Gas	<u>29,913</u>	<u>3,256</u>	<u>10,066</u>	<u>0</u>	<u>13,322</u>	<u>44.5%</u>
<b>Total</b>	<b>747,404</b>	<b>301,106</b>	<b>489,135</b>	<b>29,957</b>	<b>820,198</b>	<b>109.7%</b>

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have signed off on the audit and the job is being scheduled.

Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

**Notes:**

nhsaves@home home energy assistance	Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
LU	\$310,949	\$176,475	\$29,111	\$17,991	\$223,577	71.9%
NHEC	\$286,227	\$180,334	\$50,000	\$35,000	\$265,334	92.7%
PSNH	\$2,763,383	\$1,834,692	\$866,453	\$291,301	\$2,992,446	108.3%
Unitil	\$409,344	\$288,302	\$34,865	\$97,734	\$420,901	102.8%
LU Gas	\$939,576	\$413,482	\$0	\$526,093	\$939,575	100.0%
Unitil Gas	\$145,000	\$97,456	\$23,449	\$0	\$120,905	83.4%
<b>Total</b>	<b>\$4,854,479</b>	<b>\$2,990,741</b>	<b>\$1,003,879</b>	<b>\$968,118</b>	<b>\$4,962,738</b>	<b>102.2%</b>
<b>Program Participation</b>						
LU	55	19	20	0	39	70.9%
NHEC	57	28	10	7	45	78.9%
PSNH	657	346	164	55	565	86.0%
Unitil	49	23	14	18	55	112.2%
LU Gas	207	157	0	71	228	110.1%
Unitil Gas	30	20	10	0	30	100.0%
<b>Total</b>	<b>1,055</b>	<b>593</b>	<b>218</b>	<b>151</b>	<b>962</b>	<b>91.2%</b>
<b>Annual kWh Savings</b>						
LU	51,626	46,409	102,324	0	148,733	288.1%
NHEC	88,605	29,361	10,486	7,340	47,187	53.3%
PSNH	619,460	364,809	170,540	57,335	592,684	95.7%
Unitil	81,459	114,278	25,764	24,149	164,191	201.6%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	0	4,160	1,375	0	5,535	0.0%
<b>Total</b>	<b>841,150</b>	<b>559,017</b>	<b>310,489</b>	<b>88,824</b>	<b>958,330</b>	<b>113.9%</b>
<b>Lifetime kWh Savings</b>						
LU	753,061	854,535	1,348,891	0	2,203,426	292.6%
NHEC	975,831	336,679	120,243	84,170	541,092	55.4%
PSNH	9,036,019	4,487,491	2,087,203	701,714	7,276,407	80.5%
Unitil	1,045,304	1,992,420	387,146	357,014	2,736,580	261.8%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	0	92,811	22,190	0	115,001	0.0%
<b>Total</b>	<b>11,810,215</b>	<b>7,763,936</b>	<b>3,965,672</b>	<b>1,142,898</b>	<b>12,872,506</b>	<b>109.0%</b>
<b>Annual MMBTU Savings (from Oil, Natural Gas, Kerosene, Coal, Wood)</b>						
LU	635	149	0	0	149	23.4%
NHEC	1,027	595	213	149	957	93.2%
PSNH	8,841	7,491	3,331	1,120	11,942	135.1%
Unitil	1,152	741	325	569	1,635	141.9%
LU Gas	5,903	4,956	0	1,548	6,504	110.2%
Unitil Gas	1,056	678	240	0	918	86.9%
<b>Total</b>	<b>18,614</b>	<b>14,610</b>	<b>4,109</b>	<b>3,386</b>	<b>22,104</b>	<b>118.7%</b>
<b>Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)</b>						
LU	12,893	2,970	0	0	2,970	23.0%
NHEC	12,712	1,686,752	602,411	421,688	2,710,851	21325.1%
PSNH	179,474	98,771	42,878	14,415	156,064	87.0%
Unitil	22,996	13,355	6,220	16,289	35,864	156.0%
LU Gas	118,069	94,669	0	24,030	118,699	100.5%
Unitil Gas	20,710	12,852	4,251	0	17,103	82.6%
<b>Total</b>	<b>366,854</b>	<b>1,909,369</b>	<b>655,760</b>	<b>476,422</b>	<b>3,041,551</b>	<b>829.1%</b>

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have signed off on the audit and the job is being scheduled.

Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

**Notes:**

NHEC and PSNH are below their Q3 2013 Goal of 43 and 543 homes by more than 20%.

This reduced completion number is related to:

1. the utilities are spending more CORE funds/project than planned (less WAP collaboration funding).
2. additional funding being spent on replacing heating systems.
3. delay in federal WAP funding being received by NH OEP and then CAAs.

On 11/21/2013, PSNH requested a transfer of \$450,000 from HPwES and ESHomes-Geo to HEA in an effort to in an effort to serve the number of homes originally projected.

**Actual heating systems installed by utility** are Liberty (Elec: 7/\$24,740, Gas: 11/\$43,400),

NHEC (1/\$6,592), PSNH (36/\$135,249) and Unitil (Elec: 7/\$36,804, Gas: 2/\$9,000).

nhsaves@home ENERGY STAR Lighting	Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
LU	\$102,039	\$62,046	\$12,000	\$23,464	\$97,510	95.6%
NHEC	\$125,766	\$93,357	\$17,815	\$0	\$111,172	88.4%
PSNH	\$882,276	\$703,558	\$115,903	\$102,114	\$921,575	104.5%
Unitil	\$170,000	\$102,451	\$4,934	\$25,000	\$132,385	77.9%
<b>Total</b>	<b>\$1,280,081</b>	<b>\$961,412</b>	<b>\$150,652</b>	<b>\$150,578</b>	<b>\$1,262,642</b>	<b>98.6%</b>
<b>Program Participation</b>						
LU	7,241	1,385	5,126	2,600	9,111	125.8%
NHEC	28,405	19,918	2,851	0	22,769	80.2%
PSNH	236,036	158,558	23,746	20,921	203,225	86.1%
Unitil	29,200	24,220	3,582	25,000	52,802	180.8%
<b>Total</b>	<b>300,882</b>	<b>204,081</b>	<b>35,305</b>	<b>48,521</b>	<b>287,907</b>	<b>95.7%</b>
<b>Annual kWh Savings</b>						
LU	443,805	31,923	118,148	59,927	209,998	47.3%
NHEC	475,293	328,475	45,008	0	373,484	78.6%
PSNH	3,616,687	2,243,531	273,041	334,856	2,851,428	78.8%
Unitil	958,119	573,038	123,609	50,000	746,647	77.9%
<b>Total</b>	<b>5,493,904</b>	<b>3,176,967</b>	<b>559,807</b>	<b>444,783</b>	<b>4,181,557</b>	<b>76.1%</b>
<b>Lifetime kWh Savings</b>						
LU	2,669,519	391,312	1,448,279	734,593	2,574,184	96.4%
NHEC	3,717,590	1,376,887	300,500	0	1,677,387	45.1%
PSNH	21,754,639	16,924,829	3,201,423	2,403,755	22,530,007	103.6%
Unitil	5,132,324	3,891,790	842,355	325,000	5,059,145	98.6%
<b>Total</b>	<b>33,274,072</b>	<b>22,584,818</b>	<b>5,792,557</b>	<b>3,463,348</b>	<b>31,840,723</b>	<b>95.7%</b>

Actual = Lighting products purchased, incentives paid and are recorded (booked) in utility accounting system  
 In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.  
 Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.  
 (Participant is expressed as number of items rebated.)

**Notes:**

nhsaves@home ENERGY STAR Appliances	Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
LU	\$234,292	\$46,701	\$46,536	\$80,045	\$173,281	74.0%
NHEC	\$278,482	\$322,530	\$42,935	\$0	\$365,465	131.2%
PSNH	\$1,997,726	\$1,733,180	\$241,474	\$79,908	\$2,054,562	102.8%
Unitil	\$280,000	\$179,626	\$10,053	\$0	\$189,679	67.7%
LU Gas	\$730,000	\$414,796	\$5,828	\$275,384	\$696,008	95.3%
Unitil Gas	<u>\$275,000</u>	<u>\$288,175</u>	<u>\$13,134</u>	<u>\$0</u>	<u>\$301,309</u>	<u>109.6%</u>
<b>Total</b>	<b>\$3,795,500</b>	<b>\$2,985,008</b>	<b>\$359,960</b>	<b>\$435,336</b>	<b>\$3,780,304</b>	<b>99.6%</b>
<b>Program Participation</b>						
LU	759	785	194	157	1,136	149.7%
NHEC	2,181	2,095	255	0	2,350	107.7%
PSNH	16,741	12,949	2,365	1,291	16,605	99.2%
Unitil	2,117	2,014	289	0	2,303	108.8%
LU Gas	2,578	557	0	522	1,079	41.9%
Unitil Gas	<u>288</u>	<u>251</u>	<u>9</u>	<u>0</u>	<u>260</u>	<u>90.3%</u>
<b>Total</b>	<b>24,664</b>	<b>18,651</b>	<b>3,112</b>	<b>1,970</b>	<b>23,733</b>	<b>96.2%</b>
<b>Annual kWh Savings</b>						
LU	114,160	156,230	29,166	16,917	202,312	177.2%
NHEC	501,780	196,621	52,289	0	248,911	49.6%
PSNH	2,821,374	1,022,712	-18,845	198,186	1,202,053	42.6%
Unitil	340,067	297,375	51,479	0	348,854	102.6%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<b>Total</b>	<b>3,777,381</b>	<b>1,672,938</b>	<b>114,089</b>	<b>215,103</b>	<b>2,002,130</b>	<b>53.0%</b>
<b>Lifetime kWh Savings</b>						
LU	1,227,443	1,715,243	322,819	185,727	2,223,789	181.2%
NHEC	4,926,681	1,840,432	387,127	0	2,227,559	45.2%
PSNH	30,263,408	9,843,390	-581,663	2,189,887	11,451,613	37.8%
Unitil	3,703,976	3,070,881	524,935	0	3,595,816	97.1%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<b>Total</b>	<b>40,121,508</b>	<b>16,469,945</b>	<b>653,218</b>	<b>2,375,614</b>	<b>19,498,777</b>	<b>48.6%</b>
<b>Annual MMBTU Savings</b>						
LU	19,244	0	0	0	0	0.0%
NHEC	2,120	2,324	292	0	2,616	123.4%
PSNH	19,637	13,528	4,385	0	17,913	91.2%
Unitil	1,690	1,005	553	0	1,558	92.2%
LU Gas	12,409	5,730	0	5,901	11,631	93.7%
Unitil Gas	<u>2,402</u>	<u>3,325</u>	<u>130</u>	<u>0</u>	<u>3,455</u>	<u>143.8%</u>
<b>Total</b>	<b>57,502</b>	<b>25,912</b>	<b>5,360</b>	<b>5,901</b>	<b>37,172</b>	<b>64.6%</b>
<b>Lifetime MMBTU Savings</b>						
LU	373,789	0	0	0	0	0.0%
NHEC	34,073	37,618	4,073	0	41,691	122.4%
PSNH	316,118	200,336	65,681	0	266,017	84.2%
Unitil	27,031	14,255	10,083	0	24,338	90.0%
LU Gas	207,589	109,572	0	112,525	222,097	107.0%
Unitil Gas	<u>46,298</u>	<u>63,982</u>	<u>2,551</u>	<u>0</u>	<u>66,533</u>	<u>143.7%</u>
<b>Total</b>	<b>1,004,898</b>	<b>425,763</b>	<b>82,388</b>	<b>112,525</b>	<b>620,676</b>	<b>61.8%</b>

Actual = Customer purchased appliance, incentives paid and are recorded (booked) in utility accounting system  
 In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.  
 Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.

**Notes:**

nhsaves@work Small Business Energy Sol	Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
LU	\$507,874	\$159,773	\$0	\$15,918	\$175,691	34.6%
NHEC	\$420,952	\$212,103	\$110,482	\$2,764	\$325,349	77.3%
PSNH	\$3,518,495	\$1,896,706	\$244,703	\$1,046,757	\$3,188,166	90.6%
Unitil	\$477,323	\$273,215	\$42,250	\$27,675	\$343,139	71.9%
LU Gas	\$1,093,289	\$237,189	\$457,420	\$0	\$694,609	63.5%
Unitil Gas	<u>\$210,000</u>	<u>\$130,684</u>	<u>\$17,475</u>	<u>\$0</u>	<u>\$148,159</u>	<u>70.6%</u>
<b>Total</b>	<b>\$6,227,933</b>	<b>\$2,909,670</b>	<b>\$872,330</b>	<b>\$1,093,113</b>	<b>\$4,875,113</b>	<b>78.3%</b>
<b>Program Participation</b>						
LU	183	35	0	0	35	19.1%
NHEC	79	43	21	7	71	89.9%
PSNH	1,610	264	94	352	710	44.1%
Unitil	73	57	10	0	67	91.8%
LU Gas	313	71	119	0	190	60.7%
Unitil Gas	<u>104</u>	<u>14</u>	<u>3</u>	<u>0</u>	<u>17</u>	<u>16.3%</u>
<b>Total</b>	<b>2,362</b>	<b>484</b>	<b>247</b>	<b>359</b>	<b>1,090</b>	<b>46.1%</b>
<b>Annual kWh Savings</b>						
LU	1,013,494	745,706	0	0	745,706	73.6%
NHEC	1,267,838	421,764	406,443	13,650	841,857	66.4%
PSNH	7,900,396	6,615,637	897,754	1,493,963	9,007,354	114.0%
Unitil	873,704	667,185	235,650	0	902,835	103.3%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<b>Total</b>	<b>11,055,432</b>	<b>8,450,292</b>	<b>1,539,847</b>	<b>1,507,613</b>	<b>11,497,752</b>	<b>104.0%</b>
<b>Lifetime kWh Savings</b>						
LU	13,946,883	9,959,518	0	0	9,959,518	71.4%
NHEC	19,448,489	4,610,732	5,283,757	177,449	10,071,939	51.8%
PSNH	107,385,321	84,902,145	11,750,416	19,337,898	115,990,459	108.0%
Unitil	11,358,421	8,704,118	3,062,670	0	11,766,788	103.6%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<b>Total</b>	<b>152,139,114</b>	<b>108,176,513</b>	<b>20,096,843</b>	<b>19,515,347</b>	<b>147,788,704</b>	<b>97.1%</b>
<b>Annual MMBTU Savings</b>						
LU	475	0	0	0	0	0.0%
NHEC	0	0	0	0	0	0.0%
PSNH	6,741	312	422	1,324	2,058	30.5%
Unitil	658	0	0	0	0	0.0%
LU Gas	22,711	9,297	23,403	0	32,700	144.0%
Unitil Gas	<u>3,965</u>	<u>3,506</u>	<u>602</u>	<u>0</u>	<u>4,108</u>	<u>103.6%</u>
<b>Total</b>	<b>34,550</b>	<b>13,115</b>	<b>24,427</b>	<b>1,324</b>	<b>38,866</b>	<b>112.5%</b>
<b>LED Lighting Seminar (TBD)</b>						
<b>Lifetime MMBTU Savings</b>						
LU	9,319	0	0	0	0	0.0%
NHEC	0	0	0	0	0	0.0%
PSNH	132,159	6,514	8,899	27,915	43,328	32.8%
Unitil	12,985	0	0	0	0	0.0%
LU Gas	365,747	168,881	388,092	0	556,973	152.3%
Unitil Gas	<u>80,979</u>	<u>81,975</u>	<u>2,197</u>	<u>0</u>	<u>84,172</u>	<u>103.9%</u>
<b>Total</b>	<b>601,189</b>	<b>257,370</b>	<b>399,188</b>	<b>27,915</b>	<b>684,473</b>	<b>113.9%</b>

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have a signed off on the audit and the job is being scheduled.

Prospective = An audit has been done, awaiting customer decision/signature.

**Notes:**

<a href="mailto:nhsaves@work">nhsaves@work</a>	Budget Goal	Thru 9/30/2013				Percent of
Large Business Retrofit	(2013)	Actual	In Process	Prospective	Total	Budget/Goal
<b>Program Expenses (\$)</b>						
LU	\$665,211	\$277,315	\$26,021	\$170,945	\$474,281	71.3%
NHEC	\$155,906	\$42,668	\$70,496	\$30,577	\$143,741	92.2%
PSNH	\$5,052,887	\$1,932,375	\$2,079,980	\$918,001	\$4,930,356	97.6%
Unitil	\$815,774	\$336,988	\$341,157	\$94,055	\$772,200	94.7%
LU Gas	\$1,184,397	\$667,664	\$9,471	\$552,881	\$1,230,016	103.9%
Unitil Gas	\$280,000	\$95,929	\$112,587	\$30,000	\$238,516	85.2%
<b>Total</b>	<b>\$8,154,175</b>	<b>\$3,352,938</b>	<b>\$2,639,712</b>	<b>\$1,796,459</b>	<b>\$7,789,110</b>	<b>95.5%</b>
<b>Program Participation</b>						
LU	40	20	13	0	33	82.5%
NHEC	11	9	5	3	17	154.5%
PSNH	349	85	136	86	307	87.9%
Unitil	40	14	11	7	32	80.0%
LU Gas	178	24	28	0	52	29.2%
Unitil Gas	58	2	2	1	5	8.6%
<b>Total</b>	<b>676</b>	<b>154</b>	<b>195</b>	<b>97</b>	<b>446</b>	<b>65.9%</b>
<b>Annual kWh Savings</b>						
LU	1,819,460	4,209,151	234,367	0	4,443,518	244.2%
NHEC	729,995	140,825	873,835	125,960	1,140,620	156.3%
PSNH	15,447,756	6,629,814	6,973,839	4,260,880	17,864,534	115.6%
Unitil	2,900,875	1,825,842	1,079,220	110,500	3,015,562	104.0%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	189	0	0	0	0	0.0%
<b>Total</b>	<b>20,898,275</b>	<b>12,805,633</b>	<b>9,161,261</b>	<b>4,497,340</b>	<b>26,464,233</b>	<b>126.6%</b>
<b>Lifetime kWh Savings</b>						
LU	23,689,232	56,371,044	3,046,767	0	59,417,811	250.8%
NHEC	9,489,929	1,830,722	11,359,849	1,637,479	14,828,050	156.3%
PSNH	205,517,772	93,062,393	96,874,748	55,935,692	245,872,833	119.6%
Unitil	39,342,952	23,856,311	15,838,386	1,332,500	41,027,197	104.3%
LU Gas	0	0	0	0	0	0.0%
Unitil Gas	3,403	0	0	0	0	0.0%
<b>Total</b>	<b>278,043,288</b>	<b>175,120,470</b>	<b>127,119,750</b>	<b>58,905,671</b>	<b>361,145,891</b>	<b>129.9%</b>
<b>Annual MMBTU Savings</b>						
LU	362	0	0	0	0	0.0%
NHEC	0	0	0	0	0	0.0%
PSNH	7,114	2,494	469	391	3,354	47.1%
Unitil	1,342	0	0	0	0	0.0%
LU Gas	19,125	60,036	26,981	0	87,017	455.0%
Unitil Gas	12,178	412	11,822	5,300	17,534	144.0%
<b>Total</b>	<b>40,121</b>	<b>62,942</b>	<b>39,272</b>	<b>5,691</b>	<b>107,905</b>	<b>268.9%</b>
<b>Lifetime MMBTU Savings</b>						
LU	8,984	0	0	0	0	0.0%
NHEC	0	0	0	0	0	0.0%
PSNH	176,709	21,032	11,316	9,440	41,788	23.6%
Unitil	33,386	0	0	0	0	0.0%
LU Gas	295,915	603,626	279,799	0	883,425	298.5%
Unitil Gas	231,888	9,866	236,440	106,000	352,306	151.9%
<b>Total</b>	<b>746,882</b>	<b>634,524</b>	<b>527,555</b>	<b>115,440</b>	<b>1,277,519</b>	<b>171.0%</b>

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have a signed rebate form.

Prospective = A Rebate Form has been filled out, awaiting customer decision/signature.

**Notes:**

Utility Specific Programs	Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
LU Educational Programs	\$18,322	\$2,571	\$3,356	\$0	\$5,927	32.3%
NHEC Educational Programs	\$34,300	\$15,944	\$3,043	\$0	\$18,987	55.4%
PSNH Educational Programs	\$191,634	\$84,306	\$29,846	\$55,153	\$169,305	88.3%
Unitil Educational Programs	\$47,066	\$17,884	\$4,400	\$0	\$22,284	47.3%
LU Gas Educational Programs	\$32,314	\$3,115	\$7,493	\$0	\$10,608	32.8%
Unitil Gas Educational Programs	<u>\$12,687</u>	<u>\$1,286</u>	<u>\$3,500</u>	<u>\$1,861</u>	<u>\$6,647</u>	<u>52.4%</u>
<b>Total</b>	<b>\$336,323</b>	<b>\$125,105</b>	<b>\$51,639</b>	<b>\$57,014</b>	<b>\$233,758</b>	<b>69.5%</b>

## Notes

**1. NH Energy Code (IECC2009) and Beyond Code Workshops (Residential & Business)**

Spring Series (funded by RGGI2012)

- May 23: Commercial Energy Code & Beyond Workshops (Portsmouth)
- Jun 18: Commercial Energy Code & Beyond Workshops (Manchester)
- Jun 4: Residential Energy Code & Beyond Workshops (North Woodstock)
- Jun 6: Residential Energy Code & Beyond Workshops (Windham)
- Sep 26: Energy Issues in Existing Homes: What Real Estate Professionals Need to know (Meredith)

Fall Series

- Nov 13: Commercial Energy Code & Beyond Workshops (Concord)
- Nov 19: Commercial Energy Code & Beyond Workshops (Portsmouth)
- Nov 21: Residential Energy Code & Beyond Workshops (Meredith)
- Dec 3: Residential Energy Code & Beyond Workshops (Bretton Woods)
- Dec 5: Residential Energy Code & Beyond Workshops (Portsmouth)

See [www.nhenergycode.com](http://www.nhenergycode.com)**2. Commercial Energy Auditing / BOC Classes, Aug-Dec 2013.**Commercial Energy Auditing (Manchester)

- Sep 19: Intro, Alan Mulak
- Sep 24: Lighting, John Rice
- Oct 23 & 24: HVAC, Bill Turner
- Oct 29: Misc. EE, Alan Mulack
- Oct 30: Tools of the Trade, AJ Ballard
- Nov 21: Oral Presentations, Alan Mulak/All

See <https://www.psnh.com/NewsEvents/Seminars.aspx>Building Operator Certification (Laconia)

- Aug 23: Building Operations and Systems
- Sep 6: Building Energy Conservation
- Sep 20: HVAC Controls and Operation I
- Sep 27: HVAC Controls and Operation II
- Oct 11: Lighting Theory and Efficiency
- Oct 25: Electrical Systems and Distribution
- Nov 8: Indoor Air Quality Theory and Techniques
- Nov 22: Energy Management Planning

See <http://www.lrcc.edu/efficiency-training/calendar>**3. Commercial, Industrial & Municipal Seminars - Fall Series**

- Nov 26: Energy Management Systems Seminar (Portsmouth)
- Nov 27: Energy Management Systems Seminar (Manchester)
- Dec 6: Retro-Commissioning Seminar (Manchester)
- Dec 12: Retro-Commissioning Seminar (Portsmouth)
- LED Lighting Seminar (TBD)

See <https://www.psnh.com/NewsEvents/Seminars.aspx>**4. K-12 Education Programs [Wilson Education Programs, APT's Lights for Learning]**

- Newport Middle High School (Savings Through Energy Management)
- Hooksett Memorial School (Lights for Learning)
- West Moreland Middle School (Lights for Learning)
- Hillside Elementary School (Lights for Learning)
- Idlehurst Elementary School (Lights for Learning)
- 16 Lights for Learning Presentations are scheduled for Oct-Nov at schools around NH.

Utility Specific Programs		Budget Goal (2013)	Thru 9/30/2013				Percent of Budget/Goal
			Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>							
LU	Company Specific Pgms / FCM W	\$25,000	\$0	\$0	\$0	\$0	0.0%
NHEC	Smart Start Program	\$12,500	\$2,973	\$0	\$0	\$2,973	23.8%
NHEC	High Efficiency Heat Pump Pgm	\$107,773	\$3,344	\$0	\$0	\$3,344	3.1%
PSNH	Smart Start Program	\$35,000	\$15,789	\$13,950	\$5,300	\$35,039	100.1%
PSNH	ES Homes - Geothermal	\$378,119	\$74,298	\$101,315	\$0	\$175,613	46.4%
PSNH	Customer Engagement Program	\$252,079	\$238,449	\$16,800	\$6,000	\$261,249	103.6%
PSNH	C&I Customer Partnerships	\$32,750	\$0	\$0	\$0	\$0	0.0%
PSNH	C&I RFP Program	\$561,433	\$45,423	\$390,743	\$0	\$436,166	77.7%
LU Gas	Building Practices & Demo	\$70,000	\$2,154	\$0	\$0	\$2,154	3.1%
Unitil Gas	Building Practices & Demo	\$17,500	\$0	\$0	\$0	\$0	0.0%
<b>Total</b>		<b>\$1,492,154</b>	<b>\$382,430</b>	<b>\$522,808</b>	<b>\$11,300</b>	<b>\$916,538</b>	<b>61.4%</b>
<b>Program Participation</b>							
LU	Company Specific Pgms / FCM W	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	0	1	0	1	0.0%
NHEC	High Efficiency Heat Pump Pgm	14	0	1	1	2	14.3%
PSNH	Smart Start Program	0	9	20	2	31	0.0%
PSNH	ES Homes - Geothermal	69	11	15	0	26	37.7%
PSNH	Customer Engagement Program	25,000	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	3	0	0	0	0	0.0%
PSNH	C&I RFP Program	13	0	12	0	12	96.0%
Unitil Gas	Building Practices & Demo	0	0	0	0	0	0.0%
<b>Total</b>		<b>25,099</b>	<b>20</b>	<b>49</b>	<b>3</b>	<b>72</b>	<b>0.3%</b>
<b>Program Savings (Lifetime kWh)</b>							
LU	Company Specific Pgms / FCM W	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	0	0	0	0	0.0%
NHEC	High Efficiency Heat Pump Pgm	12,207,474	0	0	0	0	0.0%
PSNH	Smart Start Program	0	0	0	0	0	0.0%
PSNH	ES Homes - Geothermal	29,333,578	3,647,075	4,973,284	0	8,620,359	29.4%
PSNH	Customer Engagement Program	2,700,000	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	0	0	0	0	0	0.0%
PSNH	C&I RFP Program	34,723,249	0	29,242,259	0	29,242,259	84.2%
Unitil Gas	Building Practices & Demo	0	0	0	0	0	0.0%
<b>Total</b>		<b>78,964,301</b>	<b>3,647,075</b>	<b>34,215,543</b>	<b>0</b>	<b>37,862,618</b>	<b>47.9%</b>

Notes